



JIM FOLSOM, JR.  
LIEUTENANT GOVERNOR

ALABAMA STATE HOUSE  
MONTGOMERY, ALABAMA 36130

STATE OF ALABAMA

March 4, 2008

***VIA FACSIMILE and U.S. POSTAL SERVICE***

The Honorable Nancy Pelosi  
Speaker of the House of Representatives  
235 Cannon HOB – H-232  
Washington, DC 20515

Dear Madame Speaker:

Much to my dismay and with a measurable degree of bewilderment, I noted your call for congressional hearings on the recently awarded Northrop Grumman/EADS Airbus contract for replacement of the Air Force tanker fleet. As you must be aware, this project will have an extraordinary impact on the City of Mobile, Alabama, and the surrounding areas of our state.

Congressional hearings serve only to delay the positive impacts this project will have on our state and our people.

As you well know, the exhaustive bidding and vendor selection process required over two years to complete and should have answered any concerns you may now have. I find it hard to understand your sudden scrutiny of this selection. The rules of the process were agreed upon in advance, and the selection played out according to those rules. Basic impartiality requires that we honor the outcome of this process regardless of personal preference.

A report from defense analyst Loren Thompson shows Northrop dominated the competition in all measures of merit: mission capability, proposal risk, past performance, cost/price, and integrated assessment. Thompson's report states with certainty that **Northrop Grumman's victory "was not a close outcome."**

Refueling tankers will be built in Mobile, resulting in the creation of over 2000 new jobs, having a profound impact on the lives of thousands of Alabama families.

Should you pursue this arbitrary and subjective course of action, I implore you to consider the implications these congressional hearings will have on the thousands of Americans who stand to benefit from this new project in Mobile, Alabama.

Sincerely,

  
Jim Folsom, Jr.  
Lieutenant Governor

c: Alabama Congressional Delegation  
JFjr/lma

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